

Lincolnshire Management

Spearheading Growth with the Lincolnshire Management Blueprint

Lincolnshire Management is a seasoned private equity firm that thrives in the lower middle market sector, with a three-decade illustrious history and a portfolio of more than 110 successful acquisitions.

Entrusted with \$1.9 billion of private equity funds under management, its investment acumen focuses on identifying and nurturing companies with potent growth prospects and solid management infrastructures.

The adept leadership of Philip Kim and Tad Nedeau, serving as the firm's current co-managing partners, propels Lincolnshire's narrative of success, especially highlighted through their proficient stewardship of Fund V. Their collaborative efforts resonate through



Tad Nedeau,
Co-Managing Partner

in its interaction with management teams, founders, and families of the businesses it invests in.

"We forge enduring partnerships that bring sustained growth and innovation to the table, underpinning our long-standing history of operational excellence," adds Nedeau.

Lincolnshire's investment philosophy is based on the triumvirate of operations, origination, and execution. This integrated approach is spearheaded by every firm member, embodying a culture of collective responsibility concerning deal sourcing and operational excellence. The extensive network of contacts fostered over the years and across myriad sectors is fertile ground for identifying investment opportunities.



Philip Kim,
Co-Managing Partner

the firm's enduring partnerships with portfolio companies, fostering its strategic advancements. Through such meaningful engagements, Lincolnshire reinforces its reputation as a trusted and capable private equity investor, continuing a legacy of prudent investment and strategic guidance.

"Our approach is markedly hands-on, with a keen eye on nurturing operational efficiencies and exploring avenues for organic and inorganic growth," says Kim.

Its investment approach is not just a financial endeavor, but a committed partnership aimed at steering portfolio companies through the maze of market challenges toward a territory of growth and profitability. This partnership ethos is embodied in its engagements, as seen

This vast network is not confined to traditional investment circles but extends to small brokers, advisors, and even former managers, highlighting the firm's expansive outreach.

In the operations realm, Lincolnshire's team's practical insights and on-site engagements are invaluable. They do not just operate from the boardroom; they are on the ground, ensuring the strategies envisioned are meticulously executed. Their operational initiatives kick off from day one, often even before a deal is closed, setting a robust foundation for implementing growth strategies.

Execution, the third leg of Lincolnshire's investment approach, translates visions into

tangible successes. The dynamic team, with multidimensional expertise, navigates each stage of the investment cycle with precision. Their execution strategy is not one-size-fits-all but is tailored to the unique needs and potential of each portfolio company.

A quintessential illustration of Lincolnshire's adeptness at execution is the creation and growth of REMEDI8, a fire and life safety business. Lincolnshire demonstrated its finesse in orchestrating complex integrations by amalgamating four distinct businesses into a unified entity. It displayed its ability to drive accelerated growth through strategic regionalization of sales.

"The seamless integration under the REMEDI8 umbrella enhanced operational efficiency and propelled the firm to become a trusted name," says Ottavio Serena, Managing Director of Lincolnshire Management.

Lincolnshire's investment acumen also shines in its engagements with well-recognized brands like Prince Sports and Riddell, affirming its foresight in backing brands with robust market equity. A recent accolade came with its fruitful venture with Schumacher, a family-owned powerhouse in automotive battery chargers and jump starters. Such engagements underscore its adeptness at nurturing and enriching ventures with the requisite resources and strategies for market leadership, which continues to define its investment approach and significantly impact the market landscapes these businesses navigate.

Together with Kim and Nedeau, Lincolnshire Management is quintessential for proficient private equity investment. Its nuanced approach, founded on a seamless blend of operations, origination, and execution, propels the firm and its portfolio companies toward a trajectory of substantial growth and market leadership.

Through a legacy of wise investments and operational excellence, Lincolnshire underscores its position as a stalwart in the private equity domain, poised for many more successes in the unfolding chapters of its illustrious journey. **fs**